

Figure 1

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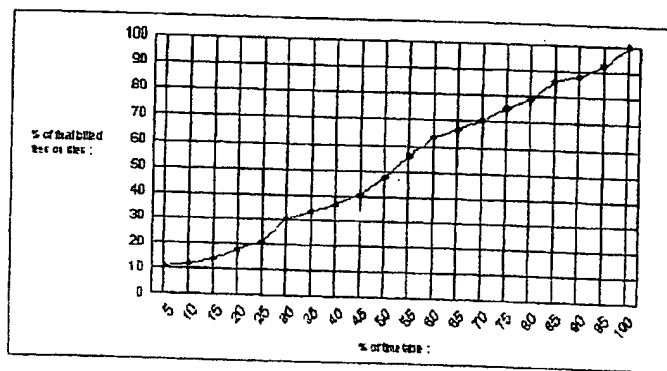


Figure 2

Transaction Management

Selected Live Matter : 12345 A Matter

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Estimated Total
Fee Value

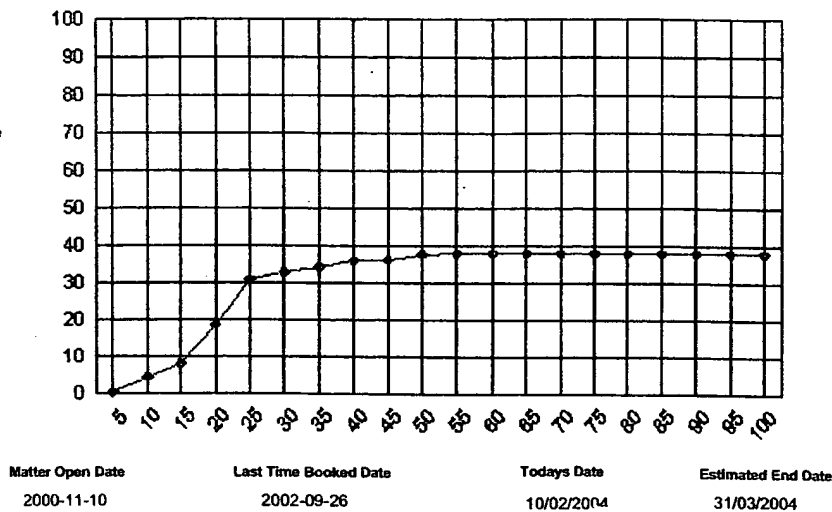
£600,000

Value of Time
Booked to
Date

£227,971

Shortfall

£372,029



Current Percentage of
Estimated Fees

38.0%

% of final billed
fees on files :

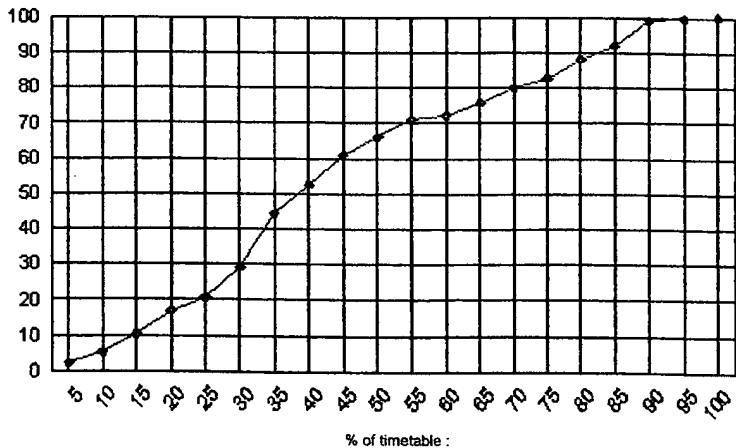


Figure 3

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Transaction Management

Selected Live Matter : 12345 A Matter

Estimated Total
Fee Value

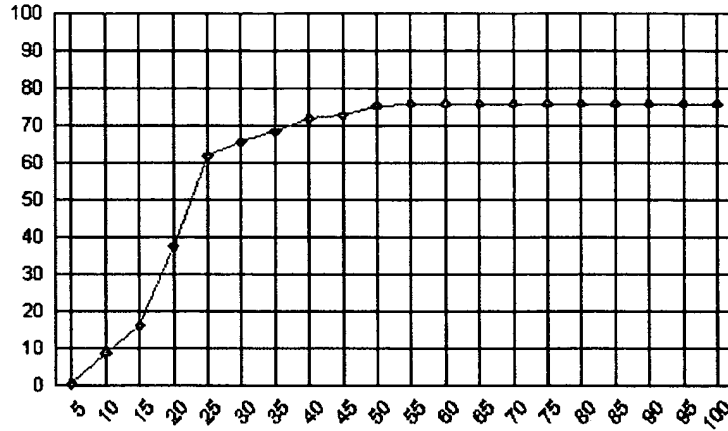
£300,000

Value of Time
Booked to
Date

£227,971

Shortfall

£72,029

Current Percentage of
Estimated Fees

76.0%

Matter Open Date

2000-11-10

Last Time Booked Date

2002-09-26

Today's Date

11/02/2004

Estimated End Date

31/03/2004

Percentage of Estimated Timetable

5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	55%	60%	65%	70%	75%	80%	85%	90%	95%	100%
0.4	8.7	16.0	37.4	61.7	65.6	68.4	72.0	72.8	75.5	75.9	76.0	76.0	76.0	76.0	76.0	76.0	76.0	76.0	76.0

Percentage of Estimated Total Fees

Percentage of Timetable

5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	55%	60%	65%	70%	75%	80%	85%	90%	95%	100%
2.26	5.21	10.24	16.81	20.59	29.13	44.39	52.49	61.03	66.02	71.02	72.15	75.67	79.93	82.61	88.06	92.09	99.31	99.78	100.00

Percentage of Total Fees Incurred

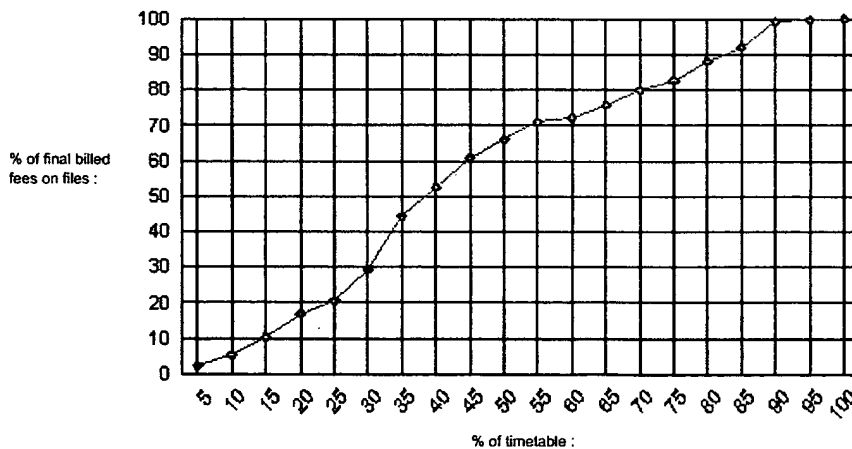


Figure 4(a)

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Transaction Review

	Sample	Sample Average	Matter 1782072
Net Cash Receipts	£1,166,778.68	£291,694.67	<u>£227,970.90</u> *
Cost of Partner hours	£142,185.10	£35,546.28	£35,158.80
Cost of non partner hours	£667,061.50	£166,765.38	£108,405.20
Disbursement Write Offs	£4,798.88	£1,199.72	£1,752.71
Cost value of WIP write offs	£1,529.30	£382.33	£2,047.00
Real Margin	£351,203.90	£87,800.98	£80,607.19
Real Margin % of Cash Received	30%	30%	35%

* This figure is the expected cash receipt of the time incurred to date

Billing Analysis

Fees Billed	£1,251,245.19	£312,811.30	<u>£227,970.90</u>
Base Cost	£810,248.00	£202,562.00	£143,564.00
Margin £'s	£440,997.19	£110,249.30	£84,406.90
Margin %	35%	35%	37%
Fee Recovery %	97%	97%	92%
Disbursements Incurred	£411,191.63	£102,797.91	£139,455.56
Disbursements Billed	£409,622.63	£102,405.66	£138,606.52
Disbursements Written Off	£1,569.00	£392.25	£849.04
Photocopying Incurred	£19,895.80	£4,973.95	£3,975.70
Photocopying Billed	£16,961.03	£4,240.26	£3,974.20
Photocopying Written Off	£2,934.77	£733.69	£1.50

Matter Sample

Matter No.	Matter Name	Status	Approved for sample	Open Date	1st Time Date	Close Date
12346	A Matter	Open	•	30-Mar-00	30-Mar-00	
12347	A Matter	Open	•	14-Aug-00	14-Aug-00	
12348	A Matter	Open	•	10-Nov-00	10-Nov-00	
12349	A Matter	Open	•	18-Apr-02	17-Apr-02	

Figure 4(6)

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Transaction Scoping

Selected Fee Recovery : 100.0%

Team	Partner	Associate	Senior	Junior	Legal Exec	TR Para	FF Para	1st Yr	2nd Yr	Other
Total Hours										
CM01 Tel Tech	0.0	0.3	0.0	0.3	0.0	0.0	0.0	2.8	0.0	0.0
CM03 IP Litigation	91.2	609.4	109.9	363.5	0.0	15.3	0.0	55.5	4.4	0.0
CP05 Technology	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.4	0.0	0.0
DR01 Commercial Litigation	0.0	0.0	0.0	0.0	0.1	7.1	0.0	0.0	0.0	0.0
FIRM Firm Central Management & Support	0.0	1.2	0.7	0.1	0.0	2.4	0.0	0.0	0.0	0.0
Total Hours	91.2	610.9	110.6	363.9	0.1	24.8	0.0	59.8	4.4	0.0
Blended Rate (£)	£345.69	£277.46	£203.48	£182.24	£150.00	£101.04	£0.00	£120.00	£105.00	£0.00
Total £ Billable	£31,530.17	£169,495.01	£22,503.87	£66,319.64	£9.35	£2,508.89	£0.00	£7,171.19	£461.87	£0.00

Figure 4(c)